NAVAIR's Mentor-Protégé Program

An Overview

PRESENTED BY:

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NAVAIR OFFICE OF SMALL BUSINESS PROGRAMS (OSBP)

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DoD Mentor-Protégé Program

PL 101-510 sec 831; DFARS 219.71 and Appendix 1

Incentivizes DoD contractors to assist small businesses in enhancing their capabilities, and to increase participation of such firms in Government and commercial contracts

- Proposals accepted quarterly for evaluation
- Agreements endorsed by NAVAIR & DoN; approved by DoD OSBP
  - Typically 1-3 years
  - Mentor identifies costs for Protégé development (technical & business areas)
  - Two types of Agreements:
    1) Mentor receives credit towards SB goals based on identified costs; or
    2) Mentor receives funding reimbursement for development costs
- **Funding provided by DoD; max $1M/year per Agreement**
- Bi-yearly reporting of status to NAVAIR & DCMA
- FY09 DoD Mentor-Protégé Conference 2-4 March 2009

https://triumphevents.wingatewebevents.com/attendee/pages/mentorprotegeconference/index.ww

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Examples of Assistance from Mentor

- Technology Transition (~70% of effort)
  - Material planning systems
  - Inventory management systems
  - Quality certifications
  - Engineering processes
  - Tooling
  - Lean Six Sigma assessments & training
  - Stand-up of receiving inspection station
  - Production operation improvements
  - Technology-specific: modernizing foundry capability, composite lay-up improvements, etc.

Assistance areas identified during up-front Protégé "Needs Assessment"

- Business Development (~30% of effort)
  - Accounting system research & selection
  - Facilitate agreement with marketing firm
  - Leadership development training
  - Risk management system implementation

Training by Historically Black College/University / Minority Institution (HBCU/MI), Small Business Development Center, or Procurement Technical Assistance Center strongly encouraged

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Recent NAVAIR Mentor-Protégé Agreements

- Bell Helicopter Textron / ACT Aerospace – Supports H-1 and V-22
  - 68 V-22 structural parts, 26 H-1 rotorcraft parts, Armed Recon. panels
  - Started in FY07; **$2.1M**
- Raytheon / Tampa Brass & Aluminum – Supported Tactical Tomahawk & AMRAAM
  - Tomahawk shock mount rings, tungsten counterweight
  - Completed successfully in August, 2008; **$1.9M**

- Raytheon / ENSER Corporation – Supported AIM-9X
  - 2nd Source for thermal batteries
  - Completed successfully in July, 2008; **$2.9M**
- Boeing / Pioneer – Supported F/A-18, T-45 and C-130
  - Various small piecepart manufacture
  - Completed in May, 2008; **$400K**
- Lockheed-Martin / Aegisound - Supports JSF and PMA202
  - Active Noise Reduction hearing protection manufacture
  - Started in May, 2008; **$1.2M**
- Raytheon / UEC – Supports AIM-9X and AMRAAM
  - Manufacturing Modernization Systems Plan
  - Started in October, 2008; **$1.8M**

New in FY08

New in FY09

DoD Nunn-Perry Award winners in 2005 and 2007 respectively

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Potential Benefits

- To NAVAIR
  - No program funds required
  - Reduced program risk
  - Reduced cycle time
  - Increased reliability
  - Reduced costs
  - SBIR technology transition
- To Mentor Firm
  - Long term business relationships
  - Improved qualified supplier base
  - Compensation for mentoring assistance
- To Protégé Firm
  - Opens doors
  - Assistance from a major prime
  - Long term business relationships
  - Eligibility for non-competitive subcontracts

Mentors:
Prime with a current NAVAIR contract & a Subcontracting Plan

Protégés:
Small business* eligible to receive Federal contracts & selected by Mentor

* Small and Disadvantaged business; OR Indian tribe or Native Hawaiian owned/controlled; OR organization emplo severely handicapped; OR women-owned; OR service-disabled veteran-owned; OR Historically Underutilized Busine

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PMA & OSBP Role

- Assist bringing Mentor & Protégé together (both)
  - Identifying risk areas (i.e. transition to production)
  - Market research
  - Enabling SBIR Phase II into Phase III
  - Identifying new requirements
- Endorse Mentor's Agreement application (both)
- Review, negotiate and execute contract modification (PMA)
- Assist with monitoring progress (both)
  - Monthly expenditure reports
  - Semi-annual progress reports & PMRs
  - Annual DCMA audit
- Work with DoN Mentor-Protégé office (OSBP)
  - Policy
  - Taskers

PMA Support and Active Involvement Critical to Success!

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Find a Small Business
- NAVAIR Subnet
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- Central Contractor Registration
- SDVOSB's for NAVAIR's Top NAICs

Mentor/Protege
- DoN Mentor Protege Program
- NAVAIR MP Handout
- Navy MP Procedure Manual November 2005
- NAVAIR's Mentor-Protege Program

Factsheets
- Service Disabled Veteran Owned Small Business
- DoD Subcontracting Program - The Basics
- U.S. SBA Table of Small Business Size Standards
- 8(a) Business Development Program
- HubZone
- NAVAIR Office of Small Business Programs Fact Sheet
- Small Disadvantaged Veteran-Owned Small Business
- DD2579 Fact Sheet dtd 8/13/08
- DD2579 Instructions dtd 8/13/08

Community Projects

Project Name	Status
OSBP	0%

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NAVAIR Sweeps All Three Navy 2007 Small Business Program Awards

December 18, 2008

NAVAIR employees received all three of the Navy's 2007 Small Business Program awards in a December 3 ceremony in Charleston, SC. The awards, presented at the Department of the Navy (DoN) Small Business Training Conference, went to employees... (Click here to read entire article)

Posted by cac\marshall.woodfolk on 1/5/09 10:37:06 AM in project OSBP

NAVAIR Leaders Educate Small Businesses at Local Conference *November 18, 2008*

More than 400 government and industry representatives converged on Solomons, Md., Oct. 28 and 29 for NAVAIR's 2008 Small Business Aviation Technology Conference. More

Posted by cac\marshall.woodfolk on 11/25/08 11:09:59 AM in project OSBP

Lockheed Martin, Aegisound form Mentor-Protégé team for JSF hearing protection *October 8, 2008*

Lockheed Martin has contracted with Aegisound LLC through the Department of Defense Mentor-Protégé program to manufacture noise reduction hearing protection devices for flight deck... **Click on the heading link above then click on "Future Capability" to read the full article.**

Posted by cac\marshall.woodfolk on 11/4/08 10:38:53 AM in project OSBP

Awarding Prime Contracts to Hispanic Serving Institutions Helps NAVAIR Achieve Small Business Targets

The 2008 Hispanic Heritage Month is being celebrated from 15 Sep to 15 Oct. Did you know that awarding prime contracts to Hispanic Serving Institutions (HSIs) helps NAVAIR achieve our

Questions?

For More Information, Contact
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MyNAVAIR OSBP Community of Interest

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